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# BALDWIN'S

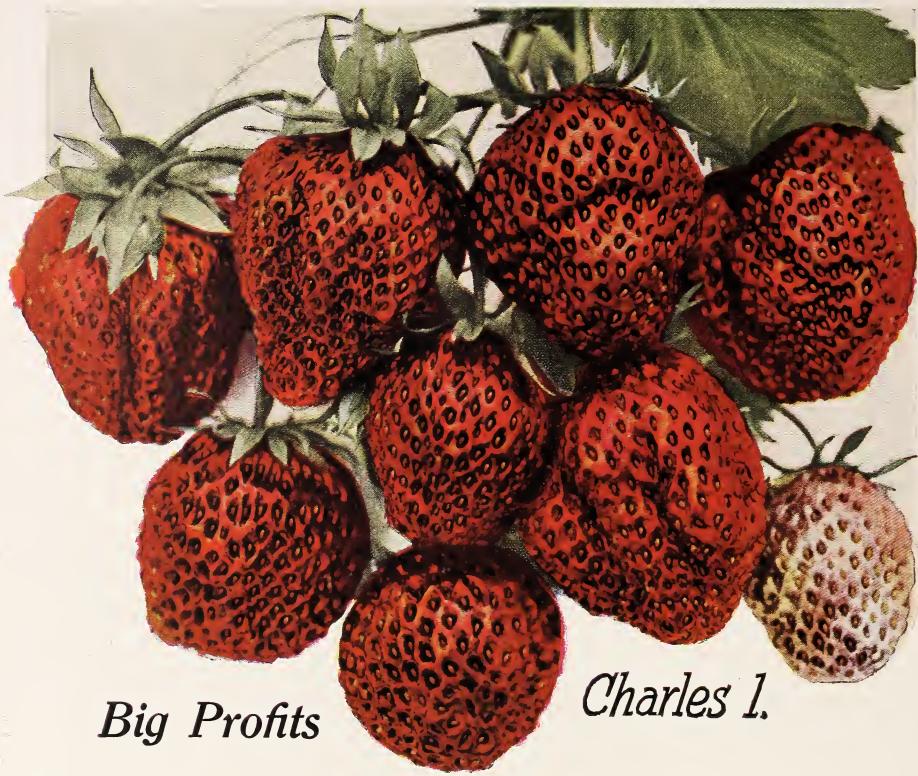
## FRUIT PLANTS

### O·A·D·BALDWIN

BRIDGMAN MICH.

1922





# CHARLES I

## *Earliest Strawberry Grown*

The big money in Strawberry growing is usually made at the start of the season before the market is overstocked. Charles I ripens nearly a week before any other strawberry and is very productive, yielding more quarts of large, fine looking berries than any other early variety. It is a strong fertilizer and a good grower. Berries are large, regular in form, and of good color and quality. This valuable early Strawberry continues to produce large, fine looking berries till the last picking. The long, strong root system of Charles I plants went through the dry summer last season better than all other varieties on our farms. Their vitality both in plant growth and production of fruit is wonderful. We are the introducers of this valuable new early Strawberry. Plant Charles I this season, and we guarantee the fruit to please you in every way and bring you big profits. (See further description on page 13.) Price, \$7.00 per 1,000.



**BALDWIN'S PLANTS** Are all grown on our new ground which produces long, strong roots. Being grown for plants only they are better. Let us prove it to you this year. ORDER NOW.

# BALDWIN'S

## Greeting to Berry Growers

I count it a privilege to speak this word of greeting to the many thousands of Baldwin customers. I take liberties in talking to you about the things that interest me most and that I am most anxious to consider in a friendly way with you. I take it for granted that we are very much alike in our hopes and aspirations, our ambitions for enlarged business opportunity, for betterments in community, state, national and world affairs.

Bridgman is a village of four hundred good people, a trade center representing a community of fruit growers who are intensive farmers, producing small fruits and fruit plants. Berrien County is the acknowledged largest and best small fruit growing and plant producing county in the United States. We are all proud of what we are accomplishing in such a large way, in not only the production of small fruits but in the broader phrase of the service, in growing so extensively small fruit plants. Wherever you find berry growers you will find a healthy, happy, prosperous, and progressive community.

It was my father who pioneered the fruit plant industry in this locality. He left for us an opportunity that we are trying to make the best use of by enlarging upon the principles and plans that he laid down during his active life. I am interested in this community because my home is here. The spot where I was born is still my home. I love the old farm and it has brought to me and my family happiness, comfort and satisfaction. I am mindful of the fact that this opportunity to serve so many people brings with it a great responsibility. I believe that no business can last long that doesn't make money for the customer as well as for the proprietor. A clean business is one that makes a profit for both the buyer and the seller. After all it is not so much how many dollars we have made, as it is how clean those dollars are. In selling plants we always look at every sale from the customer's point of view as well as from our own. Honesty is the best policy for three reasons—It's right—It pays and it's the most fun.

The events of the last year have recorded another page in history of momentous proportions. Great things have been done and are being done. As I write, the Peace Conference at Washington has already accomplished much toward naval disarmament. Four great powers have combined for a common purpose of making the world a better place to live in, and while there are other big questions to be settled, I believe that there are men equal to the task who will not disappoint us.

The fruit business stands in a peculiarly favorable condition. The purchasing power of the fruit grower is more evenly balanced with the increased cost of the articles he must purchase than that of any other branch of agriculture. We have the largest crop of strawberry and other plants in our experience. A large tract of new ground was made available and the plants produced are as fine as we have ever offered our customers. We have enlarged our facilities to meet the growing demands of our business and are using the most modern methods known in the production of berry plants.

It is due to your splendid co-operation and support that Baldwin's Big Berry Plant Business has grown to its present magnitude. I promise you not only a full measure of service and a just return in value, but a willingness to at all times serve you for the advancement of our common industry. I am sure our relationship will continue pleasantly and profitably in future years as in the past.

Very truly yours,

*W. D. Baldwin.*

**T**HE question is often asked, "What's in a name?" The answer, so far as we are concerned, means everything—to us, our friends and customers. We want to emphasize this point because we think it is important for you to know more about us. We have no secrets and would like to have you come here and see every step we take in filling your plant orders. "B" stands for Baldwin. We like to make it large because of its importance. If this page were larger, we would probably have made the letter larger. We want you to know that so far as we have a right to use the letter "B," it stands for

## Baldwin's Big Business

**W**E have tried to tell you something in this book about our business. If you were to visit Bridgman, you could see for yourself. Not all of our thousands of customers are privileged to see us personally and witness what we are doing. For that reason, we are trying to make it emphatic that our claim for preference, so far as the berry plant business is concerned, is well founded. Heretofore, we have been very modest in asserting ourselves, remembering, as we do, the small beginning that we made, over a quarter of a century ago. We are telling you something about our past history on other

pages. We are proud of it and believe as we have achieved such prominence and success in the production of berry plants, that we have a right to speak of it in proper terms. And if this letter "B," which stands for "Baldwin," has caught your eye, may we ask that you give consideration to the further and more important fact that in the purchase of berry plants there is no place in this big land of ours where you can have your needs supplied more honestly, promptly and satisfactorily than right here. We have grown an immense stock of new ground plants—growing nothing but good varieties, all of which have proven their fruiting value here and elsewhere. We have tried to describe each variety carefully and not make any statements that might be misleading to you in any way. After you have bought from us we are just as anxious that you succeed and make money growing berries as we are to get your order. We urge, therefore, that you

## Buy Berry Plants of Baldwin

**W**E have never exploited plants under an assumed name to gain public favor, but have always produced the well known standard varieties, true-to-name, and sold them just that way. We have improved and developed certain varieties, made them yield better under our favorable soil conditions and Baldwin's method of production, but when we have done this, we have been satisfied. We are not boasting at the other man's expense. Our object of calling your attention to our name in this way is with this one fact in mind: Baldwin is best qualified to supply your needs in the berry plant line. May we ask that you read carefully the pages that follow, observe our methods of doing business and the advice we offer to fruit growers. We feel very keenly the necessity of emphasizing the difference between Baldwin's method of berry plant production as against the ordinary method pursued by so many that have not the interest at stake and perhaps do not think as much of their good name as Baldwin does.

# BALDWIN HISTORY

We started packing plants in a hen-house ten feet square in 1889, as shown at the top of page.

Five years later we built a packing house 16 by 20 feet. After another five years we doubled this room, making 16 by 40 feet, as reproduced from photograph in the center of this page.

We have since added to this until we now have over 5,000 square feet of floor space used entirely for storing and packing our plants. See picture at bottom of this page.

These packing houses and storing cellars are equipped with freight elevators and all conveniences for handling our stock rapidly and in the best possible manner.

Commencing on 20 acres of land with a little patch of red raspberries in 1889, the business has expanded until our plant farms now consist of over 600 acres, most of which is well drained, rich new ground, being cleared as we need more plant land.

Our First Packing House in 1889.



Ten Years Later—Packing House, 1899.

Our plant business has steadily grown from the beginning thirty-three years ago, until now we operate probably the largest fruit plant nursery in the United States. We honestly believe the one big reason for this rapid, healthy growth of our plant business is the fact that we always give our customers a little more in both quality and quantity than they expect.

We invite you to become one of our regular satisfied customers and we are sure our dealings will prove mutually pleasant and profitable.



Present Packing Houses—Several Hundred Orders Carefully Handled Daily.

# Baldwin's Business Builders

## Treatment of Our Customers

We have made a lot of changes and improvements in our big plant business; but we have never wanted to change the policy of square dealing on which our business was established over thirty years ago. An honest, live-and-help-to-live policy through which we hope to hand down to our growing-up sons as untarnished a name and reputation as was handed down to us. We try to treat every order received from you through the mails just as we would treat you personally if you drove to our packing house for your plants. We treat all customers alike, the little orders having the same careful attention as the big ones. All orders are appreciated. None are neglected. The policy may be somewhat selfish on our part as we realize that our future success in the plant business depends entirely upon the success our customers have with our plants. Satisfied customers are what we want and we cannot afford to have any other kind.

Same way with other fruit plants. Look over our list and you will see only the proven varieties of well known value.

When our customers get varieties that bring profitable returns on their investment they naturally want to help us all they can by recommending Baldwin's plants to their friends.

### Quality and Service

Baldwin has tried to make it plain to you that our new ground berry plants are of extra quality. We grow them ourselves, and our customers have great success in producing paying crops of first-class fruit.

We grow nothing but plants, and we grow them by the million. We have our own packing houses, cellars, storage houses, offices and working force, equipped in splendid working order. We claim to grow, sell and ship more strawberry plants than any other nurseryman or nursery company in this country. We also ship millions of raspberry, blackberry, dewberry, and grape plants each year.

No plants are allowed to fruit on our big plant farms, and what is more important—all plants are strictly fresh dug for each order. We put no plants in cellars for storage over winter. All plants are tied 25 in a bunch—40 bunches to the thousand, and there will be ten hundred or more good strong, well rooted plants in every thousand you get.

Baldwin's Plant Business is not the growth of a day. It represents years of hard work and applied ability in the production of the best berry plants. We have been growing, digging and packing plants for over thirty years and have learned many important things that help us to get our stock to you in good growing condition.

You cannot get better quality and service than we give all our customers no matter what you pay.

### Too Many Varieties

There are far too many worthless varieties advertised in most plant catalogs, and as all varieties are generally described as the best, some are pretty sure to disappoint the purchaser. We call your attention to the fact that Baldwin's list contains only twelve varieties of strawberry plants—while some catalogs describe three or four times that number. We have grown and tested several hundred varieties of strawberries in the past ten years and have kept discarding worthless ones until our list this year covers only the proven varieties that pay to plant.



# NEW GROUND PLANTS

Every Baldwin Plant sold is guaranteed to be dug from new fields, grown for plants only.

*They are worth more to you.*

There is a mighty big difference between our strong, heavily rooted berry plants that are grown for plants only and the ordinary plants that are produced as a by-product between fruiting rows.

Perhaps you have never thought about this important matter but we want to make it very plain to you that Baldwin's plants grown the Baldwin way are stronger in both root and crown. They will grow better for you and produce better crops of bigger berries than plants being sent out by many nurserymen and dealers who buy most of their plants from fruit growers.

Get started right by buying good, thrifty plants with a reputation behind them, and you will be surprised at the ease with which you can supply your table with the finest fruit obtainable. We are satisfied that Baldwin's heavy rooted, new ground plants grown by Baldwin of Bridgman will please you in every way, grow and do well for you and bring you a big crop of berries of extra quality. Why not get started this year in a business that is pleasant and profitable?

The same rule applies in buying plants as when buying anything else. If you buy cheap goods you get poor quality and you are generally sorry you tried to save a little money on the purchase price.

We believe it is especially important to buy good reliable stock when putting out something permanent like a berry patch that you expect to grow for at least two years and grow for a profit to yourself.

**READ THIS LETTER—\$100.00 FROM GARDEN 50x100 FEET—YOU CAN MAKE BIG PROFITS FROM BALDWIN NEW GROUND PLANTS.**

O. A. D. Baldwin,  
Bridgman, Michigan.

Charlotte P. O., Rochester, N. Y.  
April 6, 1921.

Dear Sir: "It may interest you to know that the plants I got from you in the Spring of 1919 were a revelation to berry growers here." Out of a plot about 50x100 feet I picked close to 400 quarts (Gibson and Dr. Burrill) lowest price received was 25¢ per quart.

It was the "swellest" looking patch of Strawberries I ever saw.

Yours truly,  
P. E. DONNELLY,



Setting Plants on Baldwin's New Ground. (Note stump land at right Now Being Cleared for Plants Spring of 1922.)



# AT YOUR SERVICE

We have in our organization experienced men, competent to carry on the production of berry plants in the most modern and scientific manner—men who are trustworthy and dependable. To this great force we must add the other equally important force, namely, motorpower.

Your plants are transferred from the field to the packing house on our big trucks which insures rapid handling. Your plants are never exposed to wind or sun. Our plowing, harrowing, etc., is done with our big tractors. Our plant fields are prepared and planted in proper season—insuring a good growth and full development of plants.



O. A. E. BALDWIN,  
Founder of the Business.



O. A. D. BALDWIN,  
Present Proprietor.

It is by employing improved methods that we are able to produce in larger quantity and at prices as low or below the average. Farming today is a business—the biggest business on earth. Growing berry plants is a technical business. It requires skill, modern equipment, experience and business management.

Baldwin's Berry Plants are produced under these conditions. In short, we keep abreast with the times. We modernize our equipment not alone for the purpose of economy, but for the purpose of producing better stock and handling it more rapidly and safely—Baldwin is fully equipped to take care of your plant order to your entire satisfaction.

If you wish, we can be of Service to you in selecting best varieties.

We Guarantee

Them



**CHARLES I.** (Extra Early)

**DR. BURRILL** (Medium Early)

**BUN SPECIAL** (Medium Late)

**GIBSON** (Medium Late)

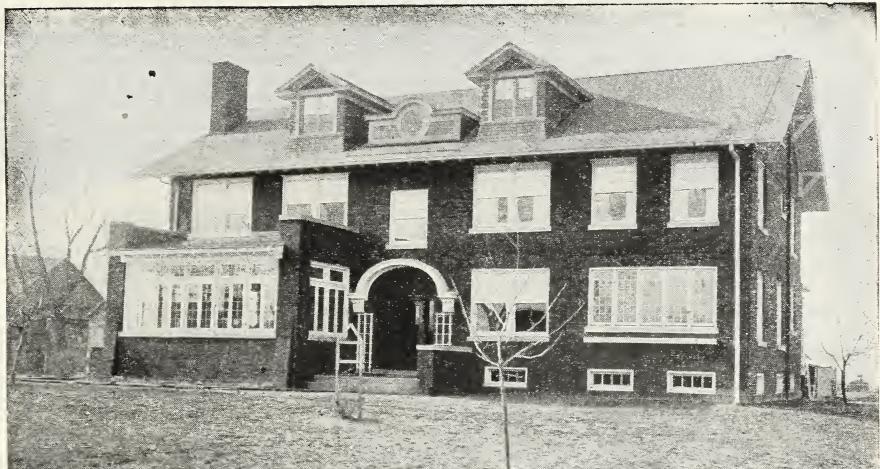
**AROMA** (Very Late)

**PROGRESSIVE** (Everbearing)

**Buy the 6**

**Big Money**

**Makers**



Baldwin's Home and Office. We are now Building More Office Room.

For the past thirty years Lewis Stanard has been right here on our plant farms looking after the growing of Baldwin plants. By studying the best methods of producing the best plants, Mr. Stanard has learned many things that are valuable to you. The better plants we can grow and sell, the better our customers will be pleased and the more money they will make. Your success with our plants means our continued success in the plant business.

We invite all our customers, who can, to come and visit our plant farms. Mr. Stanard will be glad to show you what he can of our



Lewis Stanard.  
General Superintendent.

methods of plant production and tell you how he takes new stump land and makes it produce our wonderful crops of new ground plants the first year. We want to impress upon you the fact that when you buy Baldwin's berry plants, you are buying quality and service that insures your success in the berry business.

The important fact that Baldwin's plants are grown right, kept strictly true to name, and developed to the highest degree of productiveness has been one of the big reasons why Baldwin's plants are now bought year after year by the most successful fruit growers throughout the United States.



George Hann.

This is Mr. Hann's 20th season as foreman of our cane plant packing cellars. He understands the handling of raspberry, blackberry plants, etc., thoroughly. Mr. Hann has several able assistants and sees to it that no stock goes out that is not in first-class condition and properly labeled and packed. We very seldom receive a complaint about stock not arriving in good shape.

For 9 years Mr. Ashcraft has been packing Baldwin's strawberry plants and looking after our strawberry plant packing houses. He thoroughly understands the way to pack plants so they will reach our customers in best possible condition. Not too wet or too dry, too tight or too loose — but just right. Your strawberry plants will be packed carefully and well.



Lee Ashcraft.

# CULTURAL DIRECTIONS



**Soil.** Almost any soil that will grow good field crops will grow good berries—good, rich, well-drained sandy loam preferred. Avoid low, frosty places if possible. Light sand or hillsides can be used to good advantage in growing berries of all kinds; land that cannot be used very well for corn, wheat, etc.

**Drainage.** Your berry patch should be well drained the same as your land for any other crop. Tiling of sufficient size to carry all surplus water is best and saves ground for you.

**Fertilizing.** The best fertilizer we ever found for fruit is stable manure. A crop of clover or other green crop plowed under is good. Fruit plants, like any other crop, need rich ground, and respond quickly to good care and fertilization.

**When to Plant.** The earlier in the spring the better. As soon as you can prepare the ground so the spring rains will give the plants a good start. Plants should be handled and set before they start to grow very much, while the vitality is in the plant.

**Preparing Ground.** Soil for setting fruit plants should be plowed deep and harrowed till it is loose and level. We like fall plowing, as the ground gets settled during winter. Early spring plowing is all right, and the better you prepare your land the easier it will be to keep your berry patch free from weeds and keep the plants growing. We advise rolling or floating the land just before setting, and you can use a plank float (home made) with best results. The soil should be firm. You can mark out your ground with any kind of marker you use for other rowed crops. We use a hand marker (home made) that marks three rows at one operation.

**Care of Plants When Received.** If the ground is not in condition when they arrive, a very easy method can be used to keep them, which will be a great benefit to the plants, as follows: Take each variety, a bunch at a time, cut strings, and spread roots very thinly along the side of a shallow furrow, then cover the roots with dirt not higher than the crown of the plants. If ground is dry, water roots only. In a few days they will have taken hold, or rather sent out little white fibrous roots, and will be in good condition for transplanting.

## Planting—Distance Apart, etc.

**Strawberries.** We recommend putting the rows three feet eight inches apart, same as for corn—and putting the plants from fourteen to twenty inches apart in the row. This requires on an average about seven thousand plants per acre.

**Setting the Plants.** Make holes with a spade by putting in ground six or eight inches and pull toward you, then take out. If ground is in good condition and soil is damp, this should leave a "V" shaped opening. Hold plant in this hole with hand and close hole with one foot and press firmly (with feet) on both sides of plant. If one is



Newly Set Strawberry and Red Raspberry Field—First Cultivation.

# PROGRESSIVE

*The Best of the Everbearing Strawberries*

You Can Have

**Big Ripe Berries from June till December**

This wonderful strawberry has proven beyond all doubt that it is the leading everbearing variety. Progressive plants set in the spring not only produce an immense crop of fruit the year they are planted, but the runner plants bear fruit as soon as set. Progressive yields a crop of fruit the first year that is truly wonderful. The fruit of Progressive is of good size, smooth, of good color and appearance, a single plant often producing over one hundred perfect berries during the season.

This year the demand for everbearing strawberry plants will be greater than ever, as more people know of the success everyone is having with them. Every family having a garden should have enough Progressive plants to furnish them with fresh strawberries all through the summer and fall.

We advise ordering early, as the demand will far exceed the supply.

Heavy rooted, new ground Progressive plants, guaranteed true to name, \$2.50 per 100, \$16.00 per 1,000. (See further description on page 12.)

Picking Progressive Strawberries on Baldwin's Plant Farms, from a photograph taken October 23rd. Please note that the Corn is in shock and being husked and hauled while Progressive berries are being picked in large quantities.





*Dr. Burrill*

# DR. BURRILL

## THE MILLION DOLLAR STRAWBERRY

Dr. Burrill is an improved Senator Dunlap, and was originated by Dr. Reasoner of Illinois, who originated the famous Senator Dunlap. It is a cross of Senator Dunlap and Crescent, both being wonderful producers. This new berry is the biggest cropper of all strawberries. Berries are very large and uniform in size and shape. Most of you know what Senator Dunlap is and what loads of nice berries they are producing everywhere. Dr. Burrill is a better berry in every way, produces more berries, bigger berries and berries of better quality. This is a big statement, but Dr. Burrill has proven its value on the grounds of the originator and on the farms of the introducers.

This great new variety is a strong fertilizer, and its season of blossoming and fruiting is extra long. It ripens in mid-season. Dr. Burrill stands the drought best of all varieties owing to its wonderful root system. Foliage is large, of a beautiful dark green and very hardy and healthy. With its extra long, strong roots, heavy crowns and healthy foliage, it is able to produce its wonderful crop of fruit every season. Berries are very dark red in color, and are of the very best quality. (See further description on page 14.)

Let us reserve Dr. Burrill plants for you NOW. Price, \$7.00 per 1000.



**“The Boss of Strawberries”**

Grown Baldwin's New Ground Way

# CULTURAL DIRECTIONS



## PLANTING DIRECTIONS—Continued.

setting plants alone a row of holes may be made, then take plants and set that row. If two are working together one can make holes and the other set the plants. Great care should be taken to set the plant at the right depth. Plants should be set the same depth as they were before being dug, with the crown of plant even with surface of ground. This is important, as the plants set too deep will be washed over with mud and those set too shallow will dry out.

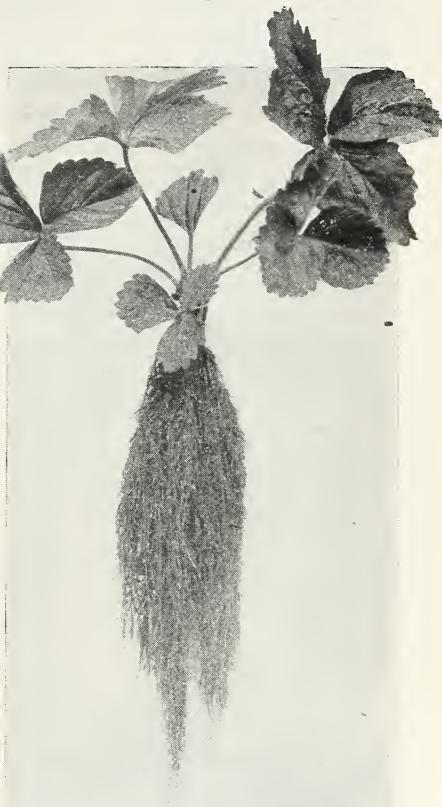
**Selection of Varieties.** All varieties we list excepting Haverland are self fertilizers and need no other varieties with them for producing good crops of fruit. In planting Haverland put every third row to Senator Dunlap, Dr. Burrill or Gibson for fertilizing the Haverland.

See bottom of page 6 of this book for list of most profitable varieties in early medium and late strawberries.

**Picking Blossoms from New Set Plants.** The standard or June bearing varieties are not expected to produce a crop the year they are planted, so the fruit stems should be pinched from all plants as they appear after setting. This throws the strength into the roots and develops a strong, healthy plant that will give you a big crop of nice berries the following season.

All blossoms should be picked from ever-bearing varieties up till July 1st, the first year; leave the blossoms after that and you will get a full crop of nice berries during late summer and fall the year they are planted.

**Cultivation.** We recommend shallow cultivation as soon as the plants are set, or at least within a day or two. This levels the ground and holds the moisture. Shallow cultivation should be kept up through the growing season.



From Photo of Baldwin's New-Ground Plant.  
(Root over 12 inches long.)



Strawberry Patch, Photographed August 1st, 1921, On Baldwin's Plant Farms,



**Red Raspberry Field—One Year From Planting—Properly Pruned and Cultivated.**

**Care of Patch After Picking.** Most of our customers, we think, will find it profitable to leave their strawberry patches for the second crop. A good way to care for a patch after the first crop is off is as follows: If a field is weedy, mow it and rake it off. It will be necessary to commence cultivation at once, and if the matted row is too wide we take a furrow away from each side of the row, making a "back furrow" or ridge in the middle. Commence cultivating at once, a double shovel cultivator being the best tool to level the ground.

**Black Raspberries** should be planted three and one-half feet apart in row, with rows seven feet apart, requiring about 1,725 plants per acre. We recommend setting Black Raspberries the same as strawberries, by making holes with a spade and following same method described for strawberries. Many, however, prefer to plow a straight furrow and set the plants against the land side and pulling dirt around the plant with hoe or hook, and pressing earth firmly (with feet) around the plant. Furrows can easily be filled by plowing the earth back into them.

**Trimming.** As soon as the canes reach a height of about 20 inches, the ends should be pinched or cut off. We use a heavy knife for this work. This causes the canes to throw out side branches, making a stronger bush for fruiting the following season. On old patches cut out all canes that have borne a crop after fruiting season and burn them. In spring as leaf buds are starting you should trim off all parts of cane damaged by winter, leaving all bushes from twenty-four to thirty-six inches high for fruiting. This applies to both old and new patches, and is all the trimming raspberries require. New plants are grown from tips only. Cultivate often.

**Red Raspberries** should be set about three feet apart in row, with rows six feet apart, requiring about 2,425 plants per acre. Either method of setting suggested for black raspberries is all right for red raspberries. Trim same as black raspberries, excepting the new canes do not need pinching off. New plants grow from roots only.

**Blackberries** should be set three and one-half feet apart in row, with rows seven feet apart, requiring about 1,725 plants per acre. Set and trim same as raspberries. Cultivate well. New plants grow from roots only.

**Dewberry, Grape, etc.** We make suggestions with descriptions in catalog.

**CERTIFICATE OF NURSERY INSPECTION.**

No. 2362

THIS IS TO CERTIFY, that I have examined the nursery stock of O. A. D. Baldwin, and find it apparently free from dangerous insects and dangerously contagious tree and plant diseases.

This certificate to be void after July 31, 1922.

L. R. TAFT,

State Inspector of Nurseries and Orchards.

Agricultural College, Mich., Oct. 3, 1921.



# BUN SPECIAL

## Our Big New Strawberry

(see illustration in colors on back cover)

We guarantee Bun Special to please you and  
bring you big profits

### Size, Color and Productiveness

We introduced this profitable new strawberry in 1920. Bun Special is the finest flavored big, heavy-yielding strawberry we ever saw and the berries are not only very large, but are beautiful bright red in color and uniform in size and shape. A splendid market, table or canning berry.

We paid a lot of money for this wonderful new variety after watching in fruit for two seasons on the farm of the originator, Mr. E. M. Buechley, of Greenville, Ohio.

Bun Special was one of many seedlings on the farm of the originator about twelve years ago. He kept discarding inferior varieties each season and this one proved far ahead of anything he had ever fruited. For several years he has tested Bun Special with other varieties, old and new, and it has outyielded all of them.

The plant is vigorous, healthy and a fair plant maker. The crowns of the plants are especially large, throwing out several strong fruit stems on each plant and they produce an immense amount of large berries of extra quality and flavor. Berries are deep red clear through and are extra nice looking when crated as each berry is well formed being nicely rounded and smooth.

### Largest and Most Beautiful Strawberry

The long heavy roots, heavy crowns, and strong fruit stems of Bun Special produce wonderful crops of big, beautifully colored berries that bring the highest prices on any market. We guarantee Bun Special to please you.

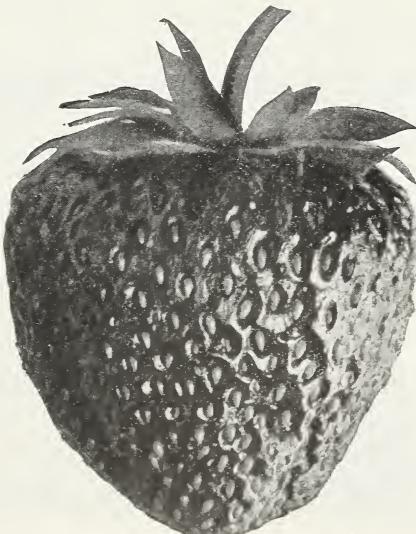
### Bun Special

Is a **PERFECT STRAWBERRY**, and when we tell you that we realize it is a very broad statement. We have watched it in fruit for the past four years, alongside of nearly every good variety we have growing—Bun Special has all others beaten in every way—not in some ways but in every way.

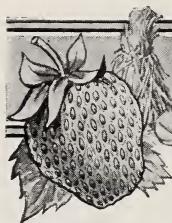
Last year the demand for Bun Special far exceeded our supply and we were obliged to return a lot of Bun Special orders unfilled. We were a little short for our planting and we will be sold out before our season is over this year. Order soon so we can book and reserve your Bun Special plants. (See back cover for illustration in colors).

Price, \$10.00 per thousand.

For Sale  
Only  
By Baldwin of Bridgman



BUN SPECIAL—Actual Size.



# EVERBEARING STRAWBERRIES

## For Big Quick Money

Full Crop of Berries the Same Year You  
Plant Them

*(See description and illustration in colors opposite page 8)*

## Everbearing Strawberries Are a Proven Success

They are grown in every state in the Union and thousands of families now have all the fresh strawberries they want during August, September, October and November.

Fresh berries bring fancy prices at that time of year and very big profits are being made every year by thousands of fruit growers all over the United States.

**PROGRESSIVE.** The best known everbearing strawberry and in fact the only one grown now in great quantity. This variety produces a truly wonderful crop of extra nice berries the same season they are planted. They produce full crops on all soils and in all fruit sections in the country. Berries are good average size, beautiful dark glossy red in color and are better flavored than the June bearing varieties. Progressive is the best strawberry grown for making preserves, jam and jelly. Don't fail to include Progressive in your order this year. Price, \$2.50 per hundred; \$16.00 per thousand.

**CHAMPION.** The new heavy-yielding Everbearing strawberry. You will hear a great deal about this wonderful new variety during the next few years. Champion was introduced in 1921 and is an extra heavy producer of splendid berries during the late summer and fall. Produces a full crop of berries the same year as set. Berries a little larger than Progressive and of same extra quality and color. Try a few Champion this year. We must limit each customer to 100 plants. Price, \$5.00 per hundred.



Progressive Everbearing Strawberries Picked on Baldwin's New Ground October 23rd.

(Note the large, uniform shape and size of berries.)

# STRAWBERRIES

(For price by the hundred, etc., see page 30).

## Extra Early Varieties

**CHARLES I.** Our new extra early berry. See illustration and complete description on inside of front cover.

This variety will bring you big profits on account of its being extra early and extra size and quality. Buy some Charles I plants this year and we will guarantee you entire satisfaction. We have grown an extra large stock of this variety and hope to be able to fill all orders. They produce a big crop of large berries of good quality, and the size holds up well all through their fruiting season.

Berries are of uniform size and appearance, nice looking fruit, attracting top prices on any market, as they mature their wonderful crop before the standard varieties are ready to pick.

As Charles I is so much better than other early strawberries we have discarded all others and are growing only this variety for extra early and it is fast becoming the leading early strawberry in nearly every berry growing section of the country. Charles I comes extra early when strawberries are bringing big money. This is the longest rooted variety grown, which enables it to go through the dry summers and produce big crops.

We are the introducers of this wonderfully profitable new early strawberry and we guarantee them to make you money. Take our word for it and include Charles I in your order. The demand for Charles I has exceeded our supply for several years and we advise all to place their orders soon for this popular early variety.

Price, \$7.00 per thousand.



Showing Uniform Plant Growth on Baldwin's New Ground.



## Medium Early Varieties

**DR. BURRILL.** The new million dollar strawberry. (See further description and illustration in colors opposite page 9.) This new berry is the biggest cropper of all strawberries. Berries are very large and uniform in size and shape. Most of you know what Senator Dunlap is. Dr. Burrill is a better berry in every way, produces more berries, bigger berries and berries of better quality. Foliage is large, of a beautiful dark green and very hardy and healthy. With its extra long, strong roots, heavy crowns and healthy foliage, it is able to produce its wonderful crop of fruit every season. Berries are very dark red in color, extra solid and are of the very best quality for canning and home use, as well as one of our best shippers. We have grown a splendid stock of Dr. Burrill plants on new ground and plants are extra large and well rooted. The demand for Dr. Burrill plants will probably far exceed the supply the same as in the past and we advise ordering them early. Don't fail to include Dr. Burrill in your order this year, as they will bring you paying crops of large, extra quality berries. On account of their high color and fine appearance the fruit of Dr. Burrill sells at top prices. Dr. Burrill is a seedling of Senator Dunlap crossed with Crescent. It takes the beautiful, dark red color of the Senator Dunlap and resembles that grand variety very closely. Price, \$7.00 per thousand.

**HAVERLAND.** Exceedingly productive; fruit large and very fine; one of the most popular and well tested varieties; withstands drought better than most kinds; color light. Demand for plants has always been much larger than the supply. You will not miss it in buying some Haverland. They are a good sure berry. Bought

largely for main crop all over the country. They make a good sized fruiting row and mature an immense amount of fruit which is very easy to pick, being plainly in sight. This variety is not self-fertilizing and requires a staminate or self-fertilizer planted with them. We recommend Dr. Burrill or Senator Dunlap. You can alternate the rows or plant two or three rows of Haverland then one row of other variety. You will find Haverland a money maker. Price, \$7.50 per thousand.

**SENATOR DUNLAP.** This is the leading strawberry throughout the United States, and the demand for this variety has steadily increased every year since its introduction. It does very well everywhere and produces enormous crops of fine fruit regularly. Senator Dunlap is of the Warfield type, has a perfect blossom, is hardy, productive, a splendid keeper and seems able to produce a good crop under any circumstances. Senator Dunlap is a very heavy bearer of good size, evenly shaped fruit of a very beautiful dark red color, and its flavor is delicious. For canning it is fine, making a rich, red syrup. It is a first class shipper and retains its brightness long after being picked. It always looks well on the market and sells quickly at top prices. The best proof we have that this berry is a big money maker is the fact our customers in nearly every state in the Union are ordering Senator Dunlap in large quantities every year, often planting several acres to this variety.

Senator Dunlap.

We guarantee Senator Dunlap to make you a good big profit on your investment. Price, \$6.00 per thousand.





## Medium Late Varieties

**GIBSON.** A wonderful strawberry. (See picture from photograph, in natural colors, on inside of back cover.) Gibson, we believe, is the most profitable variety now generally grown. That is a very strong statement, but we have often told our customers that if we were growing strawberries for market and were restricted to one variety, we would choose Gibson.

Gibson commences to bear with Senator Dunlap, etc., but owing to its wonderful productiveness it continues until quite late, so we class it with our medium late varieties. It is a very strong grower, with long roots that withstand dry weather.

**Productiveness**—The vines are simply loaded with berries. You will hardly understand how the plants can produce such quantities of fruit.

**Size**—Berry is extra large. One of our very largest strawberries.

**Color**—A beautiful dark, glossy-red. The flesh of the berry is red clear through. Calyx is bright green, adding greatly to its beauty and market value.

**Quality**—The flavor is as fine as can be found in any strawberry; a perfect table and canning berry, and owing to its tough skin it is a very fine shipper.

**Shape**—Nearly round and regular. A berry which sells itself on any market.

We have again grown a nice stock of extra strong Gibson plants and we hope every one of our customers will include some plants of this profitable variety in their order this year. **Price, \$7.00 per thousand.**

**BUN SPECIAL—THE GREATEST STRAWBERRY.** (See reproduction of photograph in natural colors on back cover—also complete description on page 11.)

This wonderful variety is in a class by itself both in quality and quantity of fruit produced.

After watching this valuable variety in fruit for the past four years we can truthfully say we cannot find a single fault with it.

We believe we are the only ones offering genuine Bun Special plants.

Order early as our stock is limited. **Price, \$10.00 per thousand.**



B

A truck load of Baldwin's New-Ground Plants, ready for shipment. We load a big express car daily.



**Baldwin's New Ground Plants Carefully packed in Light, Strong Packages Ready for Shipment. We Make No Charge for Packages or Packing.**

have some extra fine strawberries to serve on your table—something nicer than the ordinary in flavor, quality and appearance. Uncle Jim is by far the finest strawberry grown for serving fresh on the table or for short cake, etc. Plants are very strong growers, making a good fruiting row and producing a good big crop of extra fine looking berries. Price, \$9.00 per thousand.

**SEE PAGE 30 FOR PRICE LIST.  
Use Order Sheet and Addressed Envelope.  
LET US RESERVE YOUR PLANTS NOW.**



From Photograph Taken Oct. 23rd, on Baldwin's New Ground. We Have 100 Acres as Good as These and All of Them Will Be Shipped to Our Customers in Spring of 1922.  
Let Us Reserve Yours Now.

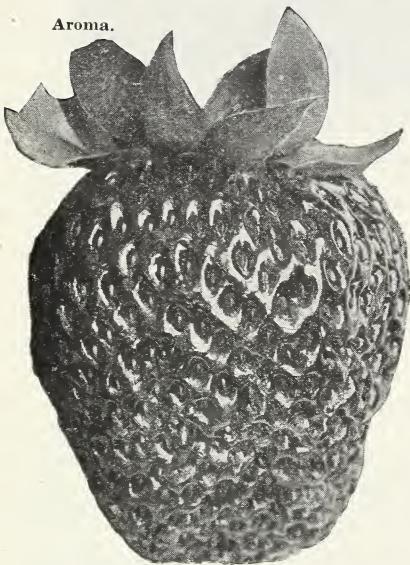
# BALDWIN



## Very Late Varieties

**AROMA.** This is our best and most profitable late strawberry. Extra big profits in berries are always made by getting your fruit on the market when the demand is best.

**Aroma.**



For the big money in berry growing we recommend very early or very late varieties as they mature their crops either before or after the heavy picking season.

Aroma is the latest strawberry grown and one of the very best varieties of strawberries.

They produce an immense amount of extra large, fancy looking berries and the quality and market value is the very highest.

Every strawberry grower should plant Aroma to lengthen his fruiting season and make him more money. Many big growers especially in the Southwest plant large fields to Aroma alone for distant markets as it is one of the very best shipping varieties grown.

We will guarantee the fruit of Aroma to please all who give it a fair trial. It cannot well be beaten for quantity of fruit produced or in quality of fruit. Plants show no weakness of any kind.

Aroma fruit described as follows:—Very large, roundish, conical, rarely misshapen, glossy-red, of excellent quality and produced in abundance. They are fancy for market and bring top prices everywhere. We guarantee Aroma to bring you big profits. The demand for plants has exceeded the supply every year for the past ten years. We have grown an extra large stock of fine Aroma plants but we advise you to order early to be sure of getting them. **Price, \$7.00 per thousand.**

### MR. GILLESPIE HAS BEEN A GOOD CUSTOMER OF OURS FOR SEVERAL YEARS.

O. A. D. Baldwin, Bridgman, Michigan.

Willshire, Ohio, Feb. 6, 1921.

I have received several shipments of your plants and found them to be the very best. Money could not buy better plants. I have always recommended Baldwin plants to my friends wherever I go.

Yours respectfully, **H. C. GILLESPIE.**

### SEE PICTURE AT BOTTOM OF PAGE.

Mr. Frank Spaulding of South Milford, Indiana, has been buying berry plants from us for many years past. He sent some photographs of his berry patches at picking time this summer and we are printing one of them on this page. Please notice that every plant lived and they made a nice even row for picking. Baldwin's New Ground Plants insure you a good uniform row that will produce a big paying crop of nice quality berries.

**DON'T FAIL**  
to Get Started  
**THIS YEAR**  
With Our New Strawberry  
**BUN SPECIAL**

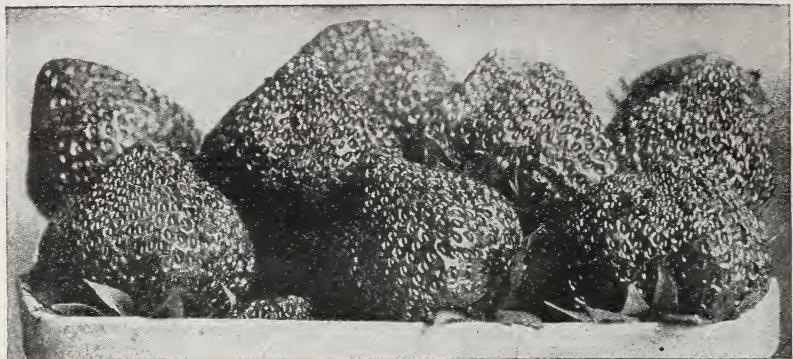
The largest, finest looking and best quality strawberry introduced for many years.

Bun Special will be sold early.  
See page 11 and back cover.

**SEND YOUR ORDER NOW.**



Baldwin's New Ground Plants Producing Big Crops of Nice Berries on Farm of Frank Spaulding, South Milford, Ind.



**Brandywine—Finest Canning Strawberry Grown.**

**BRANDYWINE.** A valuable late strawberry especially adapted to home use and canning owing to its very dark red color and fine flavor. Brandywine is late, good shape, good quality, good size, firm, productive. A very good shipper, fine appearance, making an extra good market variety.

Brandywine is a good, sure berry for market as it is a nice looking berry of extra rich color. It is probably the best strawberry grown for canning, etc. We guarantee Brandywine to please you and bring you good big profits. Try this extra nice home use and canning variety this year sure. **Price, \$8.00 per thousand.**

**ALWAYS ENTIRELY SATISFIED WITH BALDWIN'S NORTHERN GROWN PLANTS.  
LIKES THE HEAVY ROOT SYSTEM—ALWAYS FOUND THEM TRUE TO NAME.  
\$500.00 PROFIT PER ACRE FROM KING RED RASPBERRIES.**

O. A. D. Baldwin, Bridgman, Mich.

Cheviot, Ohio, Dec. 13, 1921.

Dear Sir:—I can say that I was well satisfied at all times with your plants. I always had better success with northern grown plants than with those grown in the South.

The King Red Raspberry plants I got of you some years back, paid us better than most anything on the farm—at the rate of \$500.00 to \$600.00 per acre. The plants bought of you at different times in years past were always healthy and had a very good root system, which is the big thing in plants, and I have always found them true-to-name.

Yours truly,

**JACOB REMLE.**

**HAVING GOOD SUCCESS WITH BALDWIN'S EVERBEARING STRAWBERRIES.**

O. A. D. Baldwin, Bridgman, Michigan.

Odanah, Wis., Sept. 19, 1921.

Dear Sir:—I set 10,000 of your Progressive Everbearing Strawberry plants that I bought of you this spring and they are doing splendidly. I have been shipping strawberries since August 1st and am still shipping them. I am recommending Baldwin's plants to the farmers here.

Yours truly,

**JOHN CONDECON.**



**Packing Baldwin's New-Ground Strawberry Plants—They will reach you in good growing condition.**

# RASPBERRIES

## Black or Cap Varieties

(For price on all quantities, see page 30.)

**CUMBERLAND.** The "Business Black Cap." Biggest black raspberry grown. This black raspberry is offered with the full assurance that it is the most profitable and desirable market variety yet known, because of its immense size, firmness and great productiveness.

Cumberland is very hardy, having withstood a temperature of 16 degrees below zero without injury. Extra productive, being the heaviest bearing variety now in cultivation. Fruit is jet black and extra fine quality. Cumberland ripens medium early and continues through the raspberry season. This variety is far ahead of all other black raspberries, both in quality and quantity of fruit produced and we guarantee Cumberland to please you and make you good big money on your investment.

Black raspberries can be grown very easily and the profits are quick and sure. Plant some Cumberland this year. Price, \$2.75 per hundred; \$16.00 per thousand.

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**HAS BOUGHT BALDWIN'S NEW GROUND PLANTS FOR A GREAT MANY YEARS.**

O. A. D. Baldwin, Bridgman, Mich.

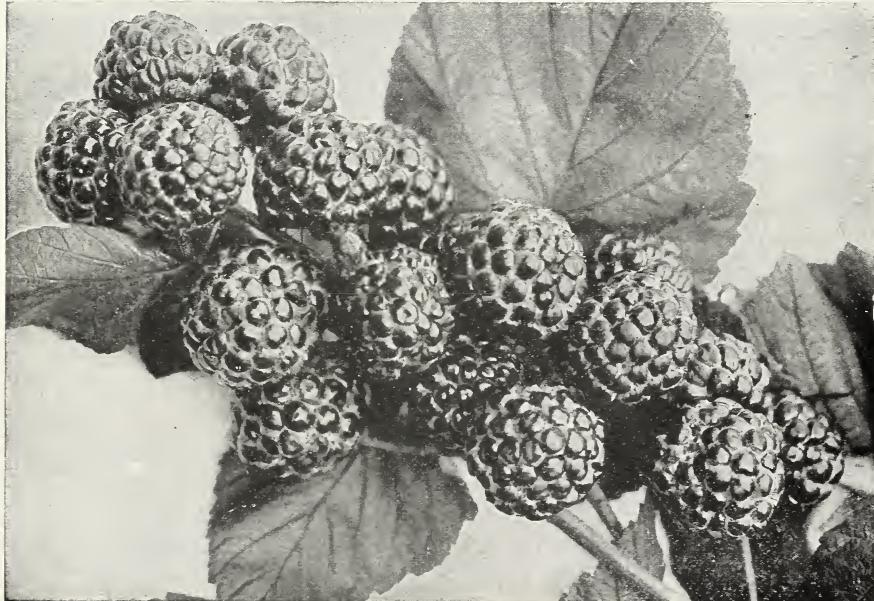
Tampico, Ill., April 25, 1921.

Friend Baldwin:—I wish to thank you for the prompt manner in which you shipped my orders. Everything was entirely satisfactory. I have dealt with you for a great many years and have always found you strictly honest in your dealings. I shall continue to give you my patronage as long as I live.

Again I thank you—wishing you peace and prosperity, I remain your friend,

J. E. GREENMAN.

We deeply appreciate letters of this kind. There is really a great deal of satisfaction in doing business with men and women year after year and always feel that the transaction will prove mutually pleasant and profitable. We would not want to stay in business if we did not feel that we could give entire satisfaction to every customer—In fact do a little more for each customer than they really expect—both in quality of plants and service rendered.



Cumberland—The Most Profitable Black Raspberry Grown.



**Plum Farmer—The Earliest Black Raspberry.**

best late black cap grown today. Price, \$4.00 per hundred; \$25.00 per thousand.

**KANSAS.** This variety is now a general favorite all over the country. Ripens early, jet black, firm, handsome and of the best quality; a strong grower, holds its foliage until frost; stands drought and cold. It is about as large as Gregg, early and very productive. Strong, healthy canes, making plenty of strong tips, and is a money maker everywhere. Price, \$2.75 per hundred; \$16.00 per thousand.

**PLUM FARMER.** A wonderful new extra early black raspberry that has already become one of the leading and most profitable varieties.

We guarantee Plum Farmer to bring you a paying crop of extra fine fruit. The plants are very healthy, have a silvery-bluish appearance when ripened in the fall and succeed where others fail. The fruit is grayish black, very firm, a good shipper, attractive, of the very highest flavor and is adapted for evaporating, as well as for fresh market or home use.

Plum Farmer is, for an early black raspberry, what Cumberland is for a medium season black raspberry.

Plum Farmer is extra early and always brings the highest prices. Price, \$2.75 per hundred; \$16.00 per thousand.

**GREGG.** Fruit very fine and covered with bloom. Gregg has been the leading market variety all over the country, best for evaporating of any variety and it is said to give more pounds to the bushel than any other kind. A good all around late black cap. Very well and favorably known in every fruit district. Gregg is by far the

## LOW PRESSURE SPRAYING

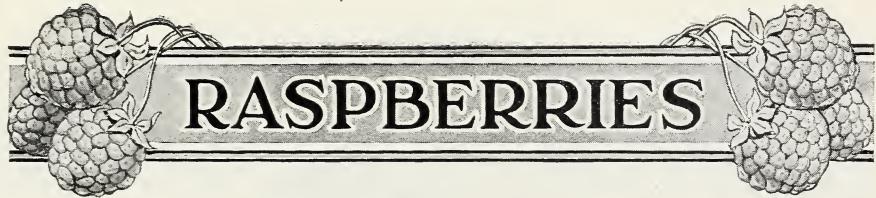
**B**Y the Tirrell Air Spray System. Producing a finer, more penetrating spray at a saving of one-third of materials used. The Tirrell Patented Non-Clogging Nozzle with Mixing Chamber generates a super mist, projected through large nozzle openings. All fully explained in our literature.

A light, easily handled, one man outfit, capable of doing more at less cost, and more thorough, too. We have exploded the old-time pressure theory which implies the forcing of the solution through a fine needle point opening. The Tirrell Spray System works on an entirely different principle, utilizing a solution pump with low pressure in connection with an air pump, producing fine spray within the nozzle before projecting it out into the foliage.

**No Nozzles to Stop up. No Valves to Stick. Weighs 900 Lbs.  
Simple as a Ford**

Oh, yes, we can reach the highest tree just as well as any sprayer. Let us tell you about it. We sell through dealers or direct from the factory. Our literature explains it all. Write for it.

**Tirrell Manufacturing Company  
Bridgman, Michigan**



## Red Varieties

(For prices on all quantities, see page 30).

**VICTORY.** Our New Variety. Please read carefully our description of this wonderful red raspberry on page 25 and see our illustration in natural colors opposite page 25. Price, 25c each; \$1.25 for 6; \$2.00 for 12; \$3.00 for 25; \$5.50 for 50; \$10.00 for 100.

**CUTHBERT.** A large late berry of very nice quality. Canes hardy and a strong grower. Cuthbert produces a good big crop of extra nice large berries of fine quality every year, and is especially good for table use and canning. This variety does not produce as many plants as King, so price of plants is much higher for Cuthbert. King is a much more profitable market berry here, as it ripens so much earlier and berries are brighter and better color. Cuthbert is extra nice for home use as the fruit is of fine flavor. Price, \$5.00 per hundred.

### Everbearing Red Raspberries

**ST. REGIS.** This new red raspberry will give you a good crop of fine fruit from June until the berries freeze in the fall or early winter. Introduced as the most wonderful of all red raspberries. Fruit commences to ripen with the earliest and continuing on young canes until October.

Berries bright crimson, large size, rich, sugary, with full raspberry flavor. Flesh firm and meaty, a good shipper. Canes stocky, of strong growth, with abundance of dark green leathery foliage.

St. Regis is a heavy bearer in the regular red raspberry season, being very profitable then. In fact, St. Regis is proving one of our most profitable early red raspberries, outside of being a producer of nice berries all through the late summer and fall.

Strong, well rooted, genuine St. Regis plants that will please you. See illustration of St. Regis below—greatly reduced in size. Price, \$5.00 per hundred; \$35.00 per thousand.

### Purple Raspberries

(For price on all quantities, see page 30).

**The sweetest and best berry grown for table use, canning, pies, etc.** Set same distance apart as black raspberries and cultivate in same manner. Easy to grow and every family owning land should grow enough Columbian for home use.

**COLUMBIAN.** (See illustration in natural color and description opposite page 24). The Columbian is a variety of remarkable vigor and productiveness.

Purple raspberries are being grown in large quantities in many sections and there is always a big demand for these extra quality berries at a high price. There is nothing finer grown in the line of fruit for table use, canning, pies, etc., etc. If you have no purple raspberries on your place, do not fail to order a few hundred Columbian for your own table use, and do not forget that they are one of the most profitable fruits grown for market. This year we are growing over twenty acres of Columbian, but all our plants will be sold long before our shipping season is over. We are sure of this from past experience and we urge you to send your order for Columbian now. Price, \$5.00 per hundred; \$35.00 per thousand.



St. Regis Everbearing Red Raspberry.



King—  
The Red  
Raspberry  
For Big  
Profits.

King Red Raspberries. \$20.00 per thousand.

make big profits with King Red Raspberries. We call your attention to copy of a letter printed on page 18 of this catalog from one of our regular, satisfied customers, Mr. Jacob Remle, of Cheviot, Ohio. Mr. Remle says he has made a net profit of \$500.00 to \$600.00 per acre from

Plant some King this year sure. **Price, \$3.25 per hundred;**

#### LIKES BALDWIN'S NEW GROUND RASPBERRY PLANTS AND BALDWIN'S WAY OF DOING BUSINESS.

O. A. D. Baldwin, Bridgman, Michigan.

I received the raspberry plants today. They are in fine condition and they over run in count. I have always been well pleased with your plants, your promptness and your honest dealings.

Respectfully yours,

LUTHER L. BIDLE.

# KING

The most popular and most profitable Red Raspberry now generally grown. Nine-tenths of all the Red Raspberries grown in this berry growing locality are King. We believe you can make money faster with a good patch of King than with any other variety of fruit, if you have a good market for fancy, early Red Raspberries. The berries are very large, bright red, firm, easily picked. Cane is perfectly hardy, and a strong grower. We guarantee King to please you. They are heavy producers, and you get more money before the big shipments of raspberries get on the markets.

King is the earliest and most beautiful Red Raspberry we have ever grown and always brings top prices. Include King in your order for spring planting this year sure.

Fruit growers near Bridgman have been making a net profit of from \$400 to \$600 per acre on their King Raspberries. In doing this they shipped to wholesale commission market or sold to canning factories so no fancy market was supplied at extra prices. You can

make big profits with King Red Raspberries. We call your attention to copy of a letter printed on page 18 of this catalog from one of our regular, satisfied customers, Mr. Jacob Remle, of Cheviot, Ohio. Mr. Remle says he has made a net profit of \$500.00 to \$600.00 per acre from



A two-year-old King Red Raspberry Patch—Producing a Net Profit of \$400.00 Per Acre a Year.

# DEWBERRIES

## More Profitable Than Any Other Fruit

Dewberries Are Producing \$1,000.00 a Year Per Acre—

Dewberries are bringing big money and we are advising our customers to get started with them as soon as possible. Berries are large, beautiful and of excellent quality for home use or market. They ripen a week or ten days before common blackberries and sell at very high prices.

Our heavily-rooted new ground plants grown for plants only, cost you but little, if any more than common plants dug from old fruiting patches and listed in many catalogs.

**Instructions for Growing Dewberries.** Plant rows six to seven feet apart with plants four feet apart in rows, requiring about 1700 plants per acre. Most growers use short posts and wire with very good results. Posts need be only about 30 to 36 inches high from ground. Use one wire and in the spring tie all canes onto same holding them off the ground. Let the new canes lie on ground through growing season, covering them in Northern states for winter protection. Cut away old wood in spring and tie new canes on wire.

**LUCRETIA.** The best of the blackberry family. Berries are far larger and incomparably better than any blackberry; of unequalled excellence; soft, sweet and luscious throughout, of brightest glossy black color. The Lucretia Dewberry has received the endorsement and highest praise from the best horticulturists in the country. Its trailing habit renders it less liable to winter kill. Propagates from the tips. Price, \$5.00 per hundred; \$35.00 per thousand.



Lucretia—The Big Money Maker.



# NEW GROUND PLANTS

## Why Baldwin Plants Are Better

There Is a Mighty Big Difference Between Baldwin's New Ground Plants Grown For Plants Only—And The Plants Being Sold By Many Nurserymen

See Reproduction Below of Photograph of Our New Ground Plants.

Please note that the plants are over 20 inches long, with a mass of fiber roots well over a foot in length. This wonderful development of our plants is partly due to the

fact that they are grown on new ground, and partly because we grow them for plants only. We do not allow our big raspberry or blackberry patches to produce any fruit. All canes are cut away in the spring, and we grow new canes only, using all the vitality of the mother plants for producing young plants. This is very important, not only because it produces better plants, but also because it destroys all old growth of canes and brush each spring, keeping our patches free from insects, and plant diseases. Insects breed and diseases develop largely in the old canes and we do not give them any chance on our farms.

We claim that our plants are larger and stronger in both cane and root than the plants sent out by most nurserymen who grow plants as a by-product between fruiting rows.

It naturally and certainly follows that Baldwin plants grown the Baldwin way will produce more and better berries than ordinary plants.

Our business is to grow first-class plants. We have no by-products. We believe our methods of growing plants are right and we guarantee our plants to please you and bring you big paying crops.



Baldwin's New Ground Raspberry Plants, Showing Tape Line.

**BALDWIN'S CUSTOMER ONCE—  
BALDWIN'S CUSTOMER ALWAYS**





# COLUMBIAN

*The Great Pie and Canning Raspberry*  
Grow Purple Raspberries for Quality

They are by far the finest berry grown for home-use. Delicious for canning and for pies. Columbian is the best of the purple raspberries. Not only are purple raspberries extra good for table berries, but they are a very profitable commercial variety. Columbian plants are very hardy and propagate from tips. Fruit very large, often an inch in diameter, dark reddish purple; adheres firmly to stem; seeds small and deeply imbedded in a rich, juicy pulp with a distinct flavor of its own.

Every year the demand for purple raspberry plants has exceeded the supply and the late orders have to be turned back unfilled. We advise ordering early. No fruit farm or garden is complete without purple raspberries.

Price of Columbian, \$5.00 per hundred; \$35.00 per thousand.



**BALDWIN IS NOT SATISFIED  
UNTIL YOU ARE SATISFIED**



# VICTORY

## *Our Wonderful New Raspberry*

This is the new variety that so many nurseries have been trying to buy so they can catalog it.

We are again refusing orders for Victory plants from nurserymen and nursery firms, as our stock is so short this season. We must limit each customer to 100 Victory plants this year.

Do not forget—100 Victory plants is all you can buy, and when our stock is gone we must return all orders. Don't delay. Send your order for Victory raspberry plants—NOW.

The writer saw Victory in full fruit on the farm of its originator, and it was a sight to see the great loads of fruit. The berries were about twice as large as any red raspberries I had ever seen before.

This seems like a big statement but I could hardly believe what I actually saw, as the soil where these berries were growing was not rich; in fact, it was real light sand.

Victory is not an untried variety as the originator has fruited it for nine years. It has been tested with nearly every known variety of red raspberry and is far better than any of them not only in production, hardiness, and vigor, but the fruit is larger and of much better quality than all others. (See complete description on opposite page.)

Let us reserve 100 Victory plants or less for you NOW. Price, 25c each; \$1.25 for 6; \$2.00 for 12; \$3.00 for 25; \$5.50 for 50; \$10.00 for 100.



Baldwin's Guarantee Goes with Every Plant.

• We Grow Them for Plants Only.

# RASPBERRIES

## VICTORY

OUR WONDERFUL NEW RED RASPBERRY.

See illustration in colors on opposite page.

This is by far the best red raspberry ever introduced, and we guarantee them to surprise and please you.

**Extremely Hardy.** A temperature of 30 degrees below zero not damaging a cane. Late frosts are frequent in Northern Michigan, all red raspberry blossoms were frozen one season. The Victory produced a second crop of blossoms and a full crop of fruit while two standard varieties on same farm were a complete failure.

**Size.** (See reproduction of photograph above.) Berries nearly 1 inch in diameter.

**Color.** Beautiful bright red, and they hold their color after picking.

**Quality.** By far the finest tasting raspberry. If you do not say Victory is the best flavored red raspberry you ever ate, just tell us and we will refund your money.

**Growth.** The plants make a wonderful growth and their heavy root system enables them to go through a hot, dry summer and still produce a great crop of fruit.

**Productiveness.** The originator has a record of picking nineteen (19) pints of fancy berries from one bush of Victory during one fruiting season.

Victory is a seedling of the Cuthbert, and resembles that grand variety. Victory has produced regularly for several seasons nearly twice as much fruit as Cuthbert bush for bush, and acre for acre, grown in the same field, under exactly the same conditions. Victory berries are much larger than Cuthbert and of better quality and flavor.

Our stock of Victory plants is again limited and we can sell only 100 plants to each customer.

### INTRODUCED AND FOR SALE BY BALDWIN OF BRIDGMAN.

Victory plants. 25c each: \$1.25 for 6: \$2.00 for 12: \$3.00 for 25: \$5.50 for 50; \$10.00 for 100.

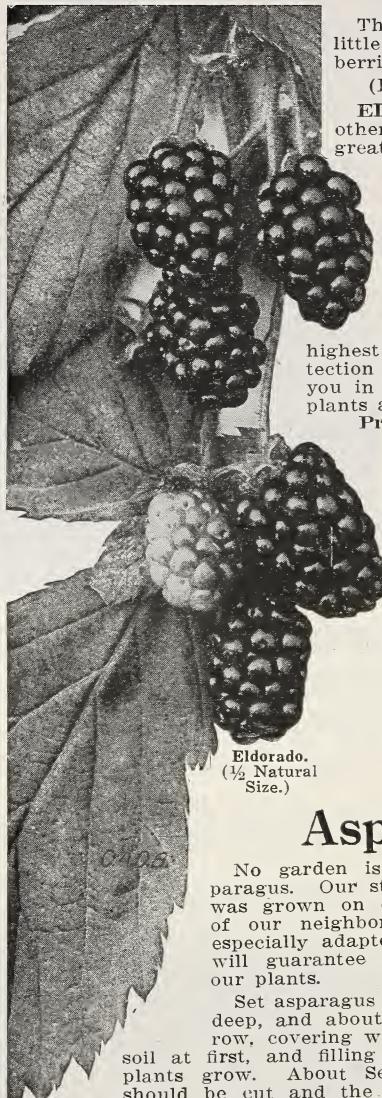


**VICTORY.**  
From Photograph of a Pint of Victory Berries,  
Each Measuring Nearly One Inch in Diameter.



Note Wonderful Growth of Victory on Farm of the Originator.

# BLACKBERRIES



Eldorado.  
( $\frac{1}{2}$  Natural  
Size.)

## Asparagus

No garden is complete without Asparagus. Our stock of Asparagus roots was grown on contract for us by one of our neighbors who has good land especially adapted to this purpose. We will guarantee entire satisfaction with our plants.

Set asparagus plants four to six inches deep, and about 12 inches apart in the row, covering with only three inches of soil at first, and filling in the trenches as the plants grow. About September 1st the tops should be cut and the bed cleared of weeds. When this work is finished, cover the bed to a depth of three inches with coarse manure for a mulch. Very early in the spring, rake off all coarse straw and loosen the soil, being careful not to injure the crowns of plants.

**PALMETTO.** A valuable new variety of extra quality and very productive. Very large, tender stalks and hardy. Price. 75c per 25; \$2.00 per 100; \$12.00 per 1,000.

The berry that ripens in August when there is very little other fruit on the market—consequently blackberries always bring high prices.

(For price on all quantities, etc., see page 30.)

**ELDORADO.** We place this variety ahead of all others without a moment's hesitation. It is the greatest blackberry in general cultivation today.

Eldorado is as hardy as the Snyder, twice as large, and of better quality. When you get one like that you have a berry that cannot well be beaten. Eldorado has never been known to winter-kill, even in Northern Michigan and Wisconsin. For home and market use, we recommend Eldorado above all others. We consider it the best blackberry ever fruited in every way, and we have grown them all. The fruit is good size, firm, and of the very highest quality. Very profitable, as it needs no protection in winter. We guarantee Eldorado to please you in every way and to make you big money. Our plants are extra well rooted and are of good size.

Price, \$5.00 per hundred; \$35.00 per thousand.

## Are You Growing DEWBERRIES?

If not you are missing a good, sure money crop, and a crop that you can grow easily.

Lucretia Dewberries will make you more clear money per acre than you have made from any other farm crops.

Dewberries are a nice fruit for home use and for market. They produce a wonderful crop of extra nice large berries that ripen at a time in mid-summer when there is but little fruit for sale. (See page 23 of this catalog).

**GROW DEWBERRIES FOR PROFIT.**



Palmetto Asparagus.



# GRAPE VINES



## Great Shortage of Grapes in This Country

### Let Us Help Supply the Ever Increasing Demand

A grape vineyard represents a splendid permanent investment that will pay big dividends every year for seventy-five or one hundred years.

The original Concord grape vine, located near Boston, is well over one hundred years old and is still producing large crops of nice grapes every year.

For the past three years grapes have been making the growers from \$300.00 to \$500.00 net profit per acre each season.

Plant grape vines for field culture eight by twelve feet, requiring about 435 plants per acre. Grape vines will grow and do well on light sand or clay where it is hard to raise a crop of grain or other fruit.

Gapes are bringing very high prices every year and the demand is growing rapidly. Grapes produce a full crop each season and continue to produce indefinitely.

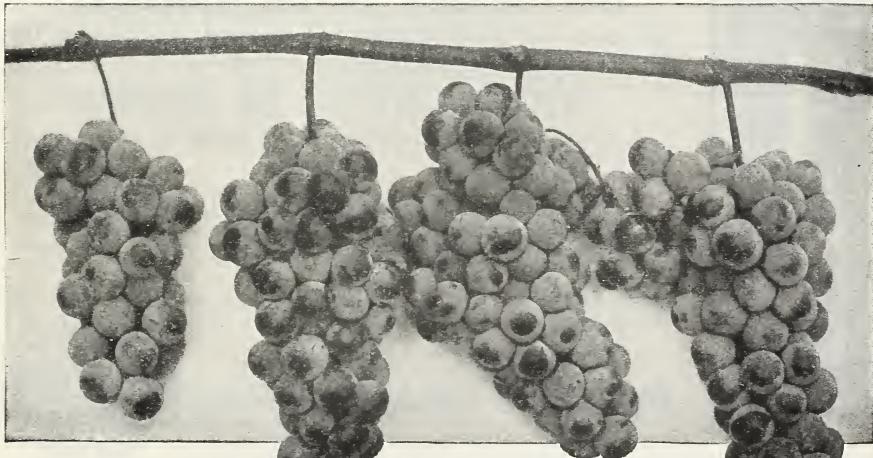
Grape plants are a short crop again this year and the demand will far exceed the supply. We advise you to send your order in early, as we were obliged to disappoint many of our customers last year.

**CONCORD (Black).** This is the grape so largely planted all over the country for commercial purposes. Concord is the main variety of grape for profit and is sold in large quantities. A large, purplish-black grape, ripening about the middle of September; vines remarkably vigorous and free from disease; the standard for productiveness and hardiness all over the country. Concord is by far the best and most profitable market grape grown. Strong, well-rooted vines. Price, 25c each: \$1.25 for 6; \$2.00 for 12; \$3.00 for 25; \$9.50 for 100; \$75.00 for 1,000.

**MOORE'S EARLY (Black).** Bunch large, berry round, color black, with a heavy blue bloom. Moore's Early is hardy, free from disease, and about a week earlier than Concord. Price, 40c each; \$2.00 for 6; \$3.75 for 12; \$7.00 for 25; \$24.00 for 100.

**NIAGARA (White).** Best white grape grown. Vine hardy, a good grower and producer. Bunches and berries as large as Concord. Greenish-white in color, skin does not crack, quality fine and sweet. You should have a good white grape for your own use. Price, 40c each; \$2.00 for 6; \$3.75 for 12; \$7.00 for 25; \$24.00 for 100.

**DELAWARE (Red).** Bunch small, compact, sometimes shouldered; berries small; skin thin, but firm; flesh juicy, very sweet and refreshing, of best quality for table; ripens with Concord; very hardy. A pale red grape. Price, 60c each; \$2.75 for 6; \$5.00 for 12; \$9.00 for 25.



Concord Grapes.

# HOW TO SHIP

**Methods of Shipment.** Express is the safest, and all things considered, the cheapest way of shipping plants. We will ship all plants by express collect unless you instruct otherwise.

Our plants are carefully packed in damp moss or shingle-tow in a manner that will keep them in good growing condition for from ten days to three weeks, according to time of shipment, and prevailing weather conditions.

**Parcel Post.** We are now shipping a great many plants by Parcel Post and your plants are delivered at your door. Mail or parcel post shipments are packed in the same manner as express shipments. All small packages that go in mail bags are wrapped in prepared paper that retains the moisture.

## AMOUNT OF MONEY TO SEND FOR POSTAGE.

Inquire of your postmaster or mail carrier what zone you are in when receiving parcel post shipments from Bridgman, Michigan, our shipping point.

This will determine what zone you are in from Bridgman, and by referring to the table below you can readily determine the amount to add to your order for parcel post shipment.

Add to your order for each 100 plants of—	1st Zone	2nd Zone	3rd Zone	4th Zone	5th Zone	6th Zone	7th Zone	8th Zone
Strawberries .....	\$0.12	\$0.18	\$0.25	\$0.35	\$0.40	\$0.48	\$0.55	
Red Raspberries .....	.15	.20	.30	.38	.45	.55	.65	
Black Raspberries,								
Blackberries, Dew- berries, Grapes, etc.	.20	.30	.40	.65	.85	1.05	1.25	

## WE ALL WANT Health, Happiness and Prosperity DO YOU KNOW

that you can have all three if you grow and eat lots of Strawberries and other fruits?

### YOU WANT TO BE HEALTHY

and fresh and preserved fruit is better for you than all the patent medicines you can buy.

### YOU WANT TO BE HAPPY

and growing berries is the nicest way to make the whole family happy that we know of.

### YOU WANT TO MAKE MONEY

and berry growing will bring you big profits quicker and easier than any other branch of farming.

If you live in town you can grow all the berries you can eat and put up for winter on a city lot.

**Think it Over---Fully,  
But Don't Delay Too Long**



Your success depends largely on the quality of the plants you start with—We guarantee our new-ground plants to do the business.



# INSTRUCTIONS TO CUSTOMERS

## Please Read Carefully

When writing, please sign your name plainly. Be sure to give your postoffice, county and state.

If you want plants shipped to a different town than your postoffice please mention that town on order sheet where indicated. Tear out page 31 and use it for your order sheet, filling in all blank spaces carefully.

Use our self-addressed envelope. We will acknowledge receipt of your order promptly.

**Prices**—See page 30. One price to all. Our prices are lowest when you consider quality of plants and service we give.

We do not try to compete with many plant "dealers" who buy and sell plants and do not know what they are selling you.

Be careful to use the correct rate on quantity of plants ordered of each variety. Note price on **25 plants, 100 plants, 200 plants, etc., etc.**

**PREMIUMS**—We do not ask more than our plants are worth—then give you a premium or a present for taking them.

Did you ever stop to think that somebody is paying for the premiums?

We quote a fair, square printed price in this catalog and everyone pays us the same price—no more—no less.

Isn't that the nicest and fairest way to do business, both for the buyer and seller?

**Terms.** Cash with order, or part cash, balance before shipment. Do not ask us for credit or to ship your plants C. O. D.

**REFERENCE.** As to our reliability, we refer to the Bridgman State Bank of Bridgman, or the Commercial National Bank of St. Joseph, Mich. Also the Postmaster or Express Agent at Bridgman.

**HOW TO SEND MONEY.** By check, bank draft, express money order, postoffice order or registered letter.

**COMPLAINTS**, in regard to shortage or errors must be made within five days after stock is received. If the fault is ours we will make things right at once and do it cheerfully. If stock should not prove true-to-name, we will replace same free of charge, upon proper proof, after enough time has elapsed to prove they are not true to label.

We are never liable for more than the first cost of plants.

**CLAIMS TO EXPRESS COMPANY.** If stock arrives in poor condition, you must have agent note same on express bill so claim can be made to Express Company. This is important and must be done or we cannot replace stock caused by damage.

**SUBSTITUTION.** We do not substitute one variety for another without your permission unless order is filled late in season.

It often saves delay in filling orders if we substitute and we always use varieties of same season and value as those ordered. We guarantee you satisfaction on varieties substituted by us.

**ORDER EARLY.** The earlier the better. If anything more is needed it can be added later. If not prepared to send all the money, send a part when the order will be booked.

**HOW TO SHIP.** See opposite page. Express or Parcel Post.

**PACKING.** We make no charge for packing, which is done in the best possible manner. We use light plant crates for shipping strawberry plants, and boxes and barrels for other stock. We pack in damp moss and shingle tow. Each variety is carefully separated in package and correctly labeled with printed wooden labels.

**SHIPPING SEASON.** We commence to ship the last of March or first of April, according to season, and will continue until May 15th to 20th.

Remember, Baldwin's New Ground Plants are guaranteed extra heavy rooted, true-to-name, fresh dug for your order and carefully packed, F. O. B. cars, Bridgman.

DON'T DELAY—ORDER TODAY.



# BALDWIN'S PRICES 1922



(Note—You may select 50 of a variety at the hundred rate and 500 or more of a variety at the thousand rate. Amounts between 100 and 200 of a variety at the hundred rate, between 200 and 300 of a variety at the two hundred rate, etc. On Parcel Post shipments see page 28 for extra charge to cover postage.)

## Extra Early Strawberries

	Per 25	Per 100	Per 200	Per 300	Per 400	Per 1000
Charles I. ....	\$0.50	\$1.25	\$1.85	\$2.50	\$3.10	\$7.00

## Medium Early Strawberries

Dr. Burrill ....	\$0.50	\$1.25	\$1.85	\$2.50	\$3.10	\$7.00
Haiverland ....	.50	1.35	2.00	2.70	3.30	7.50
Senator Dunlap ....	.40	1.15	1.70	2.25	2.70	6.00

## Medium Late Strawberries

Gibson ....	\$0.50	\$1.25	\$1.85	\$2.50	\$3.10	\$7.00
Corsican' ....	.60	1.50	2.40	3.25	4.00	9.00
Uncle Jim ....	.60	1.50	2.40	3.25	4.00	9.00
Bun Special ....	.65	1.75	2.70	3.60	4.40	10.00

## Very Late Strawberries

Aroma ....	\$0.50	\$1.25	\$1.85	\$2.50	\$3.10	\$7.00
Brandywine ....	.50	1.40	2.10	2.85	3.50	8.00

## Everbearing Strawberries

Progressive ....	\$0.90	\$2.50	\$4.25	\$5.75	\$7.00	\$16.00
Champion ....	1.65	5.00				

## Raspberries

Cumberland .... (Black) ....	\$0.90	\$2.75	\$4.25	\$5.75	\$7.00	\$16.00
Plum Farmer .... (Black) ....	.90	2.75	4.25	5.75	7.00	16.00
Kansas .... (Black) ....	.90	2.75	4.25	5.75	7.00	16.00
Gregg .... (Black) ....	1.25	4.00	6.50	9.25	11.25	25.00
King .... (Red) ....	1.00	3.25	5.25	7.25	8.75	20.00
Cuthbert .... (Red) ....	1.65	5.00				
St. Regis .... (Everbearing) ....	1.65	5.00	9.25	12.75	15.50	35.00
Columbian .... (Purple) ....	1.65	5.00	9.25	12.75	15.50	35.00
Victory .... (New Red) ....	25c each; \$1.25 for 6; \$2.00 for 12; \$3.00 for 25; \$5.50 for 50; \$10.00 for 100.					

## Dewberries

Lucretia ....	\$1.65	\$5.00	\$9.25	\$12.75	\$15.50	\$35.00
Eldorado ....	\$1.65	\$5.00	\$9.25	\$12.75	\$15.00	\$35.00

## Blackberries

Palmetto ....	\$0.75	\$2.00	\$3.20	\$4.30	\$5.30	\$12.00
Grapes	Each	per 6	per 12	per 25	per 100	per 1000

Concord .... (Black) ....	\$0.25	\$1.25	\$2.00	\$3.00	\$9.50	\$75.00
Moore's Early .... (Black) ....	.40	2.00	3.75	7.00	24.00	
Niagara .... (White) ....	.40	2.00	3.75	7.00	24.00	
Delaware .... (Red) ....	.60	2.75	5.00	9.00		

### PLEASE REMEMBER THESE IMPORTANT FACTS

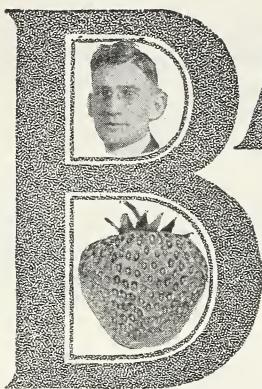
Baldwin Guarantees every plant true-to-name, new-ground quality, fresh dug for your order, carefully handled and packed F. O. B. cars any time you want them.

The demand for Baldwin New-Ground Plants always exceeds the supply.

Tell Us What Plants to Book and Reserve For You—Now.

**O. A. D. BALDWIN**

**Bridgman, Mich.**



# ALDWIN'S ORDER SHEET

Amt. Enclosed \$..... Date.....

Name \_\_\_\_\_

Post Office \_\_\_\_\_ Rural Route No. \_\_\_\_\_

County \_\_\_\_\_ Ship by \_\_\_\_\_

State \_\_\_\_\_ Ship about \_\_\_\_\_

**Town to Ship Express to**

**County Where Express Office Is Located**

11. *What is the primary purpose of the following statement?*

**DON'T FORGET BUN SPECIAL—THE BIG MONEY MAKER.** (See page 11.)  
See prices on all quantities of plants on opposite page.

[Over]

**BALDWIN'S ORDER SHEET—Continued.**

# Remember, the Six Big Money Making Strawberries Are



CHARLES I (extra early) GIBSON (medium late)  
DR. BURRILL (medium early) AROMA (extra late)  
BUN SPECIAL (medium late) PROGRESSIVE (everbearing)

THESE ARE THE BIG SELLERS—BETTER ORDER NOW

THESE ARE THE BIG SELLERS. BETTER ORDER NOW.

THESE ARE THE BIGGESTERS = BETTER ORDER NO

THESE ARE THE BIG SELLERS = BETTER ORDER NO.

THESE ARE THE BOUNDARIES OF THE STATE OF MARYLAND.

10. *What is the primary purpose of the following statement?*

Journal of Management Education, Vol. 34, No. 1, January 2010, pp. 10–30  
ISSN: 1052-5024 print / 1094-427X online  
© 2010 Sage Publications  
10.1177/1052502409344222  
<http://jme.sagepub.com>  
hosted at  
<http://online.sagepub.com>

If you know of berry growers who would appreciate our catalog and will write their addresses below we will be glad to mail them a catalog.

# Bridgman Real Estate Company

## BRIDGMAN MICHIGAN

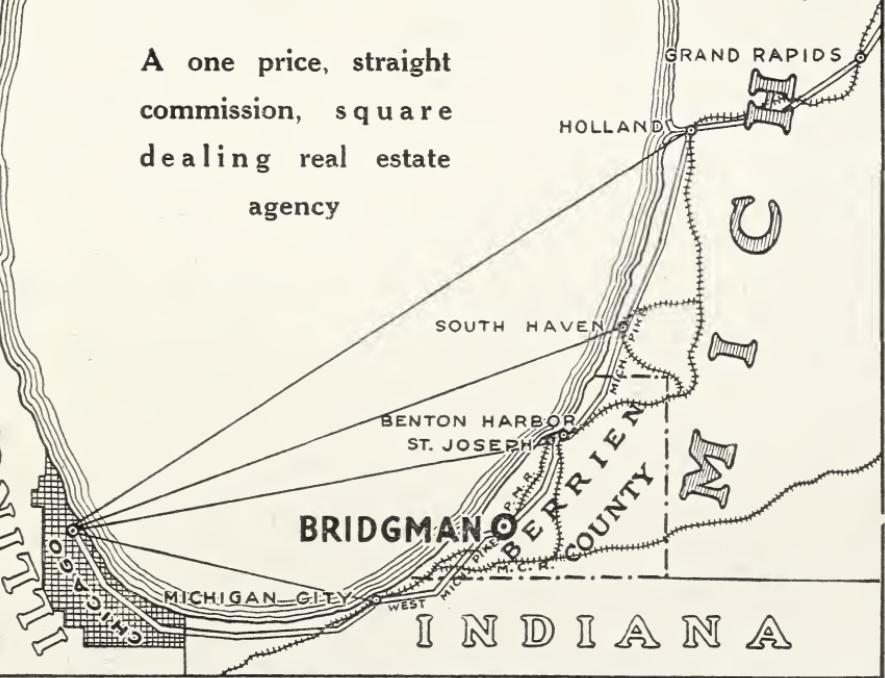
Located in the midst  
of Michigan's greatest  
fruit district. Nearest  
to big markets—Acces-  
sible by rail and water.

A one price, straight  
commission, square  
dealing real estate  
agency

WISCONSIN

NAUGA

ILLINOIS



# Berrien County

## The Center of the Great Fruit Belt

IT would be difficult to find a more beautiful garden spot of our great state, located in the middle western part of the state, bordering Lake Michigan for thirty miles. A temperate climate, with good schools, good churches, good banks and also have good water, good roads, good ties. We have more macadam roads than any other county in the state. The great West Michigan Pike traverses through Bridgman, the village we have the greatest pride.

We have several beautiful inland lakes, beautiful scenery and good fishing, all but a short distance from Chicago, as

circular. There are many beautiful summer homes on the shores of Lake Michigan, affording recreation and pleasure, law-abiding, as might be expected in a fruit growing community. Our growers are of a very high order, both in character and in quality. The acreage is small in acreage. Changing conditions necessitate

Our company desires to keep the standard of our fruit growing high, formed for the purpose of affording a medium of exchange for those who want to buy farms for home purposes. We take great pride in Berrien County. We are building constructively and well being of all of our people.

### Our Diversified Resources

IT would be difficult to find a county anywhere that has a greater variety of advantages. Our diversified resources include fruit growing in great variety, particularly small fruit growing such as berries, grapes, etc. Our local fruit plant and fruit growing industries and the factories in the trade centers of our county employ a large number of men and women, as well as girls and boys of workable age, affording a source of revenue to surplus help. There are more grapes, strawberries, raspberries and blackberries produced in the vicinity of Bridgman and shipped from Bridgman than any other similar shipping point. Peppermint oil is grown in Berrien County in large quantities.

Berrien county is the banner fruit county as we have pointed out elsewhere, and that's what makes it more desirable for farm and home purposes. There are large quantities of sugar beets, cucumbers, cabbage and other vegetables grown for local and city markets. All kinds of tree fruit, such as apples, pears, peaches, plums, and cherries, is extensively grown. Some of the finest apples and peaches grown in the United States are produced in Berrien County in close proximity to Bridgman. An exhibit of apples by one of our local growers took first prize at the Michigan Agricultural College Apple Show.

Bridgman is located in the middle western part of Berrien County, with advantages too numerous to mention. This locality is particularly favorable to the growing of all sorts of small fruit plants and crops. The soil is especially adapted to the growing of strawberry plants. The thriest plants grown in the United States are produced and shipped from this locality in great quantity. There are several small fruit plant nurseries located in Bridgman, and more plants are shipped from Bridgman than from any other town in the United States. There are also many large stock and grain farms, producing good stock and a variety of grains. These are good general purpose farms. There is an excellent opportunity for dairy and poultry farms. While we are giving special emphasis to the nursery business and our fruit industry, we must not forget the opportunities that are afforded in other lines of agriculture, all furnishing employment to a large number of men, women and children, at good wages, during most of the year.

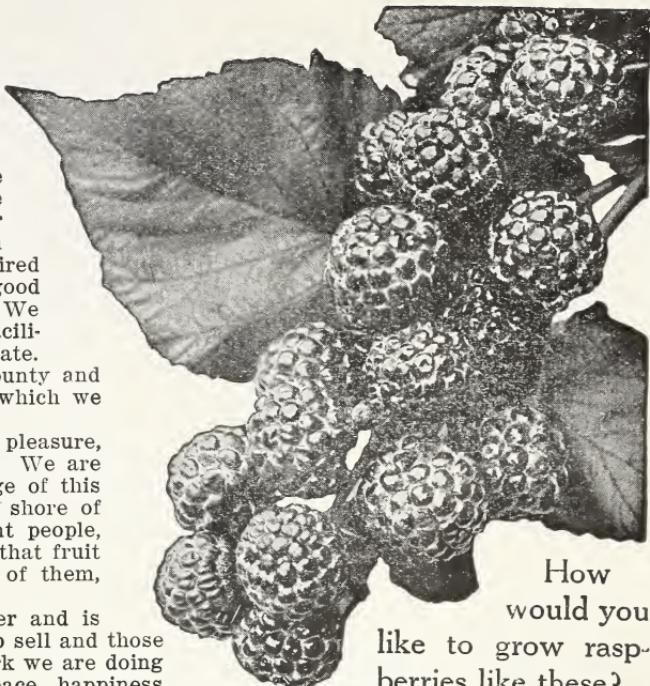


# Michigan

## Great Michigan Belt

A desirably situated county in the Berrien County, Michigan—the located in the southwestern corner than for a distance of more than with all the good things to be desired good farmers, good merchants, good land, best of all, good people. We good markets and good shipping facilities than any other county in the state. Verses the entire length of the county and where we are located and in which we

lakes, also three rivers, affording pleasure, all emptying into Lake Michigan. We are will be noted on the first page of this resort located all along the shore of pleasure. We have an intelligent people, fruit growing section. It is true that fruit and ability. Our farms, many of them, state change in ownership. citizenship to a very high order and is range between those who want to sell and those a great deal of pride in the work we are doing along enduring lines for the peace, happiness



How  
would you  
like to grow rasp-  
berries like these?

## Our Cities and Industries

HERE are several cities of considerable size and many small towns in Berrien County. Chicago is only eighty miles from Bridgman, by rail or water. Bus lines connect Bridgman with St. Joseph boats, making it convenient to reach our markets and to get employment in shops or merchantile houses of a high class. They may own their own home and live in the country, produce much of the food the family requires and still be in business. To those wanting a home in the country and looking for business opportunities, Berrien County affords great possibilities. There are many opportunities here for getting a home, and that is one of the most desirable ambitions in life any one could have. It is worth looking for, but the home should be desirably located with congenial neighbors and good surroundings. Land values are increasing rapidly in this territory. Adjacent to Bridgman in the past three years they have increased from 75 per cent to 100 per cent. There are still opportunities and good bargains to be offered. Our farms are well worth all we ask for them. It is not an uncommon thing for a crop of fruit or plants to produce from \$200.00 to \$300.00 net profit per acre in one season.

Every statement that we are making is based upon facts. We invite you to visit Berrien County. Let's show you some of these opportunities. It is the safest investment in one of the most desirable locations you can find anywhere. If you are considering making a change in your location, where you and your family will have an opportunity to work and earn a living and a home of your own, and associate yourself and your family with a live, energetic class of people, write us and tell us how much money you have to invest and what you prefer to grow, either in grain, stock, fruit farming, poultry or dairy; or, if a village or city life is preferred, we can find you desirable lots and homes at fair prices all upon a square deal basis; or perhaps you are looking for a summer home—we can help you in that direction also.

Just now we are building a new modern high school in Bridgman. We have three churches and other organizations, satisfying your needs socially and civically. Come and see. That's our invitation warmly extended to all worthy home seekers.

Write for latest bulletin listing properties for sale. If you will tell us the kind of property you are looking for—a fruit farm, a grain or general purpose farm, a town lot, resort property, factory or business property—we will describe it, give you prices and tell the truth about it. If we do not have listed just what you want, we will find it for you, if at all possible. Don't wait until too late. Do it now!



**BRIDGMAN REAL ESTATE CO., Bridgman, Mich.**



# Berrien County, Michigan

## The Center of the Great Michigan Fruit Belt

IT would be difficult to find a more desirably situated county in the whole United States than that of Berrien County, Michigan—the garden spot of our great state, located in the southwestern corner of the state, bordering Lake Michigan for a distance of more than thirty miles. A temperate climate, with all the good things to be desired for a country home. We have good farmers, good merchants, good schools, good churches, good banks and, best of all, good people. We also have good water, good roads, good markets and good shipping facilities. We have more macadam roads than any other county in the state. The great West Michigan Pike traverses the entire length of the county and passes through Bridgeman, the village where we are located and in which we have the greatest pride.

We have several beautiful inland lakes, also three rivers, affording pleasure, beautiful scenery and good fishing, all emptying into Lake Michigan. We are but a short distance from Chicago, as will be noted on the first page of this circular. There are many beautiful summer resorts located all along the shore of Lake Michigan, affording recreation and pleasure. We have an intelligent people, peaceful, law-abiding, as might be expected in a fruit growing section. It is true that fruit growers are of a very high order, both in character and ability. Our farms, many of them, are small in acreage. Changing conditions necessitate change in ownership.

Our company desires to keep the standard of our citizenship to a very high order and is formed for the purpose of affording a medium of exchange between those who want to sell and those who want to buy farms for home purposes. We take a great deal of pride in the work we are doing in Berrien County. We are building constructively along enduring lines for the peace, happiness and well being of all of our people.

## Our Diversified Resources

IT would be difficult to find a county anywhere that has a greater variety of advantages. Our diversified resources include fruit growing in great variety, particularly small fruit growing such as berries, grapes, etc. Our local fruit plant and fruit growing industries and the factories in the trade centers of our county employ a large number of men and women, as well as girls and boys of workable age, affording a source of revenue to surplus help. There are more grapes, strawberries, raspberries and blackberries produced in the vicinity of Bridgeman and shipped from Bridgeman than any similar shipping point. Peppermint oil is grown in Berrien County in large quantities.

Berrien county is the banner fruit county as we have pointed out elsewhere, and that's what makes it more desirable for farm and home purposes. There are large quantities of sugar beets, cucumbers, cabbage and other vegetables grown for local and city markets. All kinds of tree fruit, such as apples, pears, peaches, plums, and cherries, is extensively grown. Some of the finest apples and peaches grown in the United States are produced in Berrien County in close proximity to Bridgeman. An exhibit of apples by one of our local growers took first prize at the Michigan Agricultural College Apple Show.

Bridgeman is located in the middle western part of Berrien County, with advantages too numerous to mention. This locality is particularly favorable to the growing of all sorts of small fruit plants and crops. The soil is especially adapted to the growing of strawberry plants. The thirstiest plants grown in the United States are produced and shipped from this locality in great quantity. There are several small fruit plant nurseries located in Bridgeman, and more plants are shipped from Bridgeman than from any other town in the United States. There are also many large stock and grain farms, producing good stock and a variety of grains. These are good general purpose farms. There is an excellent opportunity for dairy and poultry farms. While we are giving special emphasis to the nursery business and our fruit industry, we must not forget the opportunities that are afforded in other lines of agriculture, all furnishing employment to a large number of men, women and children, at good wages, during most of the year.



How  
would you  
like to grow rasp-  
berries like these?



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HERE are several cities of considerable size and many small towns in Berrien County. Chicago is only eighty miles from Bridgeman, by rail or water. Bus lines connect Bridgeman with St. Joseph boats, making it convenient to reach our markets and to get employment in shops or mercantile houses of a high class. They may own their own home and live in the country, produce much of the food the family requires and still be in business. To those wanting a home in the country and looking for business opportunities, Berrien County affords great possibilities. There are many opportunities here for getting a home, and that is one of the most desirable ambitions in life any one could have. It is worth looking for, but the home should be desirably located with congenial neighbors and good surroundings. Land values are increasing rapidly in this territory. Adjacent to Bridgeman in the past three years they have increased from 75 per cent to 100 per cent. There are still opportunities and good bargains to be offered. Our farms are well worth all we ask for them. It is not an uncommon thing for a crop of fruit or plants to produce from \$200.00 to \$300.00 net profit per acre in one season.

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Just now we are building a new modern high school in Bridgeman. We have three churches and other organizations, satisfying your needs socially and civically. Come and see. That's our invitation warmly extended to all worthy home seekers.

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**BRIDGMAN REAL ESTATE CO., Bridgeman, Mich.**

Vineyards  
and  
fruit  
farms

Poultry,  
bees and  
vegetable  
farms

Dairy  
and  
live-stock  
farms

General  
purpose  
farms

Our  
plant  
and fruit  
industries  
give employ-  
ment to  
many

Our stores,  
banks and  
business  
places are  
modern  
down to  
date

**F**RUIT farms and vineyards. Berrien county farms produce in great abundance delicious fruit in any standard varieties—strawberries, raspberries, blackberries, dewberries, gooseberries, currants, grapes, apples, peaches, pears, quince, cherries and plums. Our soil is peculiarly well adapted to fruit growing—"The Fruit with the Flavor."

**S**UMMER resorts rapidly developing. All along the eastern shore of Lake Michigan there are summer homes, cottages, boarding houses, hotels, assembly buildings and picnic grounds, all within easy reach of the great city of Chicago and accessible to our farmers in the western part of Berrien county. Bridgman is only one mile from the lake, where we have one of the finest bathing beaches on the eastern shore.

**I**NDUSTRIAL centers of our county are Bridgman, St. Joseph and Benton Harbor. Cities surrounding us are South Bend, Michigan City, La Porte, Niles, Kalamazoo and Grand Rapids, with Chicago but a short distance around the lake, giving us excellent market facilities for all farm products.

**M**ACADAM roads in all directions crossing and re-crossing Berrien county. The Michigan Pike, connecting Chicago with all northern Michigan resorts, goes through Bridgman, bordering the lake and crossing our county from end to end. Railroads and boat lines with motor truck and bus connections, made possible by our splendid highways, give us excellent transportation and unusual shipping facilities. Bridgman has a good bank, a newspaper, good stores, churches, schools and theaters and a live Booster club. There are several factories; making it a live town and a good trade center.

Our  
homes,  
churches,  
schools  
are  
good

Farms to  
suit your  
purpose and  
your purse



Strawberry Field in Fruiting Season.  
A Common Scene in Berrien County.



# GIBSON

*The Most Profitable  
Strawberry Grown*

**\$700 NET  
PROFIT**

**From One Acre in a Single Year**

(See complete description on page 15.)

Two-thirds of all the strawberries grown in this County (the greatest berry-growing County in the United States) are Gibson. They are far more popular than any other variety for market or canning factory.

The berries are large and of beautiful dark red color and extra fine appearance. Gibson plants outyield other varieties and Gibson berries outsell other berries on the market. That is certainly recommendation enough, but we want to add that the Gibson is also an extra nice table or home use strawberry. The plants are strong growers, long rooted and probably the most thrifty and healthy looking variety we have on our farms. Gibson commences to ripen with the second earlies and continues for a long season, making a heavy yield of fruit.

The fruit stems are large and strong; and the dark green foliage is ample protection for the blossoms and fruit; having a strong staminate bloom, it makes a very good pollenizer for pistillate varieties. The berry is large and regular in shape, holding its size well to the end of the season; its color is a deep, rich red all through from surface to surface; its flavor is fine, being neither too sweet nor too sour, but just right for table or canning.

In manner of plant growth it very closely resembles Pocomoke, making a heavy row of very strong and healthy plants, its foliage being of a very dark and glossy green. If we were to grow only one variety of Strawberries, either for market or for general purposes, we would choose Gibson without any hesitation. The very heavy demand for this extra profitable variety will far exceed the supply, so ORDER EARLY. Price, \$7.00 per 1,000.

Gibson has proven its value by several years of wonderful production. Baldwin's New-Ground plants, guaranteed.



# BUY BUN SPECIAL *for* BIG PROFITS

NEW GROUND PLANTS  
GROWN FOR  
PLANTS ONLY



*BUN  
SPECIAL*

*READ ABOUT IT  
ON PAGE 11*

## BALDWIN'S NEW STRAWBERRY

O. A. D. BALDWIN  
BRIDGMAN, MICH.